

Message Text

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FM AMEMBASSY LIMA

TO SECSTATE WASHDC 9691

UNCLAS LIMA 3315

E.O. 11652: N/A

TAGS: BEXP, PE

SUBJECT: PRODUCT OPPORTUNITY: ELECTRICAL POWER GENERATORS

REF: A) 75 LIMA 2074 B) 75 LIMA 3339 C) STATE 81157

1. ELECTROPERU STILL PLANNING PURCHASE POWER GENERATING EQUIPMENT. IT HAS OFFICIALLY REQUESTED APPROVAL FROM STATE INVESTMENT BANK (COFIDE) TO PROCEED WITH PROCUREMENT WITH NECESSARY FOREIGN FINANCING. SINCE COFIDE IS RESPONSIBLE FOR DOMESTIC AND FOREIGN FINANCING FOR STATE ENTERPRISES, IT MUST GIVE ITS APPROVAL FOR SUCH PROCUREMENT.

2. LIST OF EQUIPMENT DESIRED HAS BEEN CHANGED SLIGHTLY FROM THAT FORWARDED REFTELS A) AND B). UPDATED LIST FOLLOWS:

1) TWENTY EMERGENCY POWER GENERATING SETS, 200-600 KW, ON SKIDS FOR FAST INSTALLATION, RADIATOR COOLED, HIGH SPEED ENGINES, (ESTIMATED COST INCLUDING TRANSPORTATION, \$2 MILLION);

2) TEN ELECTRIC POWER GENERATING SETS OF 2,500 KW EACH, ON SKIDS, WITH COOLING TOWER, SEMI FAST ENGINES SIMILAR TO THOSE IN THE ALCO EQUIPMENT PURCHASED IN 1974, (ESTIMATED COST INCLUDING SHIPMENT, INSTALLATION, IS \$4 MILLION);

3) FOUR 5,000 KW GENERATING UNITS (TWO FOR PIURA AND TWO FOR CHICLAYO), SLOW (450 RPM) ENGINES, WITH COOLING TOWER (COST, INCLUDING TRANSPORTATION, ERECTION, ENGINEERING AND CIVIL WORKS AT SITE AS NECESSARY, ESTIMATED AT \$10 MILLION), TURN KEY PROJECT;

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4) ONE GAS TURBINE, 18-30 MW, AUTOMATIC STARTING, REMOTE CONTROL, FOR INSTALLATION AT TRUJILLO NEXT TO EXISTING UNIT, TURN-KEY CONTRACT INCLUDING CIVIL WORKS AND NECESSARY INSTALLATIONS (COST, INCLUDING FREIGHT, ETC., \$4 MILLION).

3. ENTIRE PACKAGE, INCLUDING INFLATION ADJUSTMENT IS \$22 MILLION. DESPITE DIFFICULT FOREIGN EXCHANGE SITUATION, ELECTROPERU EXPECTS COFIDE APPROVAL SOON. BESIDES U.S. OFFERS, FOLLOWING OFFERS FROM OTHER COUNTRIES HAS BEEN RECEIVED (KEYED TO ABOVE NUMBERED ITEMS):

1) AND 2) CANADA;

3) SWITZERLAND, GERMANY, ENGLAND;

4) CANADA, WEST GERMANY, JAPAN, ENGLAND, FRANCE, ITALY, SWEDEN, SWITZERLAND.

EMBASSY URGES THAT INTERESTED U.S. FIRMS MAINTAIN THEIR CONTACTS WITH ELECTROPERU AND THAT EXIMBANK KEEP PENDING POSSIBILITY OF FINANCING PACKAGE. ALTHOUGH EQUIPMENT PURCHASES HAVE TAKEN LONG TIME TO DEVELOP, DELAY IS NOT UNUSUAL FOR PERU AND ELECTROPERU HAS EVERY INTENTION TO PROCEED.

4. REGARDING TRIP, GENERAL MANAGER MADE TRIP TO U.S. AFTER INITIAL DELAY. HE MET WITH SEVERAL U.S. FIRMS, ALL INTERESTED IN SELLING TO PERU. TRIP WAS VERY SUCCESSFUL AND PROVIDED FIRST OPPORTUNITY FOR EXPOSURE TO U.S. AND TO OUR FIRMS. BELIEVE SOME IMPORTANT EXPORT OPPORTUNITIES WILL DEVELOP AS RESULT OF TRIP.
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